

Revised Budget Projections

April 2020 - December 2024

True Colours, Inc

Due to the Covid19 Pandemic, we have been forced to reevaluate and revise our budget projections for 2020. We have also included monthly projections for 2021 and then yearly for 2022, 2023, and 2024.

In the months of April, May, June, July we are not expecting to be able to generate revenue due to Governor Stitt's mandate that all nonessential businesses close through April 30th, possible supply chain disruption with fresh flowers, OSU and Stillwater Public Schools being closed, social distancing, and economic slow down. To date, we have had over \$65,000 in events cancel or postpone due to the pandemic. We are asking that part of the Bankruptcy Plan to be initiating payments to creditors after 'normal' business has resumed, we are estimating that to be August when OSU/public schools plan on resuming and hopefully we are on the tail end of the pandemic curve. Depending on how quickly social distancing measures are relaxed, businesses allowed to open, and society's willingness to spend money returns, we will be able to do daily business on a small scale, generating around \$7,000 until August.

If we are able to procure flowers for the next several months, in the month of May we have one wedding that is still planning on taking place, with \$1,060 due, and cost of goods around \$400. Mothers Day is May 10th, in 2019 we did approximately \$20,000 in revenue Mother's Day week. If we are able to do business, it's hard to estimate what demand will be like during the pandemic. If we estimate 1/2 the business of last year, that's about \$10,000, with a cost of goods of around \$2,000. In June we have 3 weddings that have not rescheduled, with \$5,280 due, and cost of goods around \$1,100. In July we have one wedding scheduled, owing \$926 with cost of goods around \$375.

For 2021 we have used projections originally intended for 2020, with an increase of sales of 20% because of closing of a competitor and continued natural growth of the business. 2022, 2023, and 2024 we have assumed 10% growth each year.

Exhibit "B"

CASH FLOW	2020											
	April	May	June	July	August	September	October	November	December			
Cash Receipts												
Collections	0	0	0	0	60,086	66,139	67,429	56,777	42,342			
Additional borrowings	0	0	0	0	0	0	0	0	0			
Total Cash Receipts	0	0	0	0	60,086	66,139	67,429	56,777	42,342			
Cash Disbursements												
Total Payroll												
Payroll - Gross	0	0	0	0	10,000	10,000	10,000	10,000	10,000			
Payroll - Employer Taxes	0	0	0	0	2,550	2,550	2,550	2,550	2,550			
Benefits	0	0	0	0	0	0	0	0	0			
Health Insurance	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055			
Worker's Comp Insurance	0	0	0	0	0	0	0	0	0			
Insurance Property	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865			
Insurance GL and Other	0	0	0	0	0	0	0	0	0			
Taxes	0	0	0	0	4,710	4,710	4,710	4,710	4,710			
Expenses												
Cost of goods	0	0	0	0	12,200	13,400	13,900	11,100	8,500			
IT & Telecom	439	439	439	439	439	439	439	439	439			
General & Administrative												
Rent	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250			
Professional Fees	0	0	0	0	300	300	300	300	300			
Contract Labor	0	0	0	0	1,000	1,000	1,000	1,000	1,000			
Office Expense	0	0	0	0	715	715	715	715	715			
Other G&A	800	800	800	800	3,762	3,762	3,762	3,762	3,762			
Total Operating Disbursements	9,409	9,409	9,409	9,409	43,846	45,046	45,546	42,746	40,146			
Required debt service	0	0	0	0	10,200	10,200	10,200	10,200	10,200			
Available cash	-9,409	-9,409	-9,409	-9,409	6,040	10,893	11,683	3,831	-8,004			

CASH FLOW	2021												TOTAL
	January	February	March	April	May	June	July	August	September	October	November	December	
Cash Receipts													
Collections	77,183	76,155	70,901	74,321	58,097	36,362	45,049	60,086	66,139	67,429	56,777	42,347	730,846
Additional borrowings	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Cash Receipts	77,183	76,155	70,901	74,321	58,097	36,362	45,049	60,086	66,139	67,429	56,777	42,347	730,846
Cash Disbursements													
Total Payroll													
Payroll - Gross	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	204,000
Payroll - Employer Taxes	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	2,550	30,600
Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0
Health Insurance	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	1,055	12,660
Worker's Comp Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0
Insurance Property	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	1,865	22,380
Insurance GL and Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes	4,710	4,710	4,710	4,710	4,710	4,710	4,710	4,710	4,710	4,710	4,710	4,710	56,520
Expenses													
Cost of goods	14,600	14,500	10,400	14,300	11,200	6,000	8,700	12,200	13,400	13,900	11,100	8,500	138,800
IT & Telecom	439	439	439	439	439	439	439	439	439	439	439	439	5,268
General & Administrative													
Rent	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	63,000
Professional Fees	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Contract Labor	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Office Expense	715	715	715	715	715	715	715	715	715	715	715	715	8,580
Other G&A	3,762	3,762	3,762	3,762	3,762	3,762	3,762	3,762	3,762	3,762	3,762	3,762	45,144
Total Operating Disbursements	53,246	53,146	49,046	52,946	49,846	44,646	47,346	50,846	52,046	52,546	49,746	47,146	602,552
Required debt service	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	10,200	122,400
Available cash	13,737	12,809	11,655	11,175	-1,949	-18,484	-12,497	-960	3,893	4,683	-3,169	-14,999	5,894
Available cash	13,737	26,546	38,201	49,376	47,427	28,943	16,446	15,486	19,379	24,062	20,893	5,894	

1 CASH FLOW			
	2022	2023	2024
Cash Receipts			
Collections	803,930	884,323	972,756
Additional borrowings	0	0	0
Total Cash Receipts	803,930	884,323	972,756
Cash Disbursements			
Total Payroll			
Payroll - Gross	204,000	210,120	212,221
Payroll - Employer Taxes	30,600	30,906	31,215
Benefits	0	0	0
Health Insurance	12,660	12,660	12,660
Worker's Comp Insurance	0	0	0
Insurance Property	22,380	22,380	22,380
Insurance GL and Other	0	0	0
Taxes	62,172	68,389	75,228
Expenses			
Cost of goods	152,680	167,948	184,743
IT & Telecom	439	439	439
General & Administrative			
Rent	63,000	63,000	63,000
Professional Fees	3,600	3,600	3,600
Contract Labor	12,000	12,600	13,230
Office Expense	8,580	8,837	9,103
Other G&A	45,144	46,498	47,893
Total Operating Disbursements	617,255	647,378	675,712
Required debt service	122,400	122,400	122,400
Available cash	64,275	114,545	174,644